

TEMPLETT
PENS

EVERSHARP
PENCILS

THE WAHL COMPANY
CHICAGO

Effective September 15, 1919

Dealers' Terms and Discounts

ON

W A H L

Eversharp Pencils and Tempoint Fountain Pens

All list Prices, Terms and Discounts
subject to change without notice.

TERMS:—Net Cash 30 days or 2% 10 days. All Shipments F. O. B. Factory.

Discounts on Eversharp Pencils

| | |
|---------------------------------------|-------|
| On No. 20 any quantity..... | 33½ % |
| On Nos. 30 to 97 any quantity..... | 40 % |
| On Lead and Erasers any quantity..... | 40 % |
| On Repairs (Price list Page 27)..... | 33½ % |
| Engraving (Price list Page 29)..... | Net |

Discounts on Tempoint Fountain Pens

| | |
|---|------------|
| On less than three dozen orders..... | 40 % |
| On all orders where stocks of Tempoints are main- tained at three dozen..... | 40 and 5% |
| On all orders where stocks of Tempoints are main- tained at six dozen..... | 40 and 10% |
| On all orders where stocks of Tempoints are main- tained at one gross or more..... | 50 % |
| All mounted pens subject only to the following discount in any quantity..... | 40 % |
| On Repairs (Price list Page 28)..... | 33½ % |
| On Ink Fillers in dozen lots..... | 40 % |
| ENGRAVING (Price list on Page 29)..... | Net |

New York Office
Astor Trust Building
501 Fifth Ave.

**THE WAHL
COMPANY**

1800 Roscoe St., CHICAGO

Pacific Coast Representatives
Bert M. Morris Company
444 Market Street,
SAN FRANCISCO, CAL.

Effective September 15, 1919.

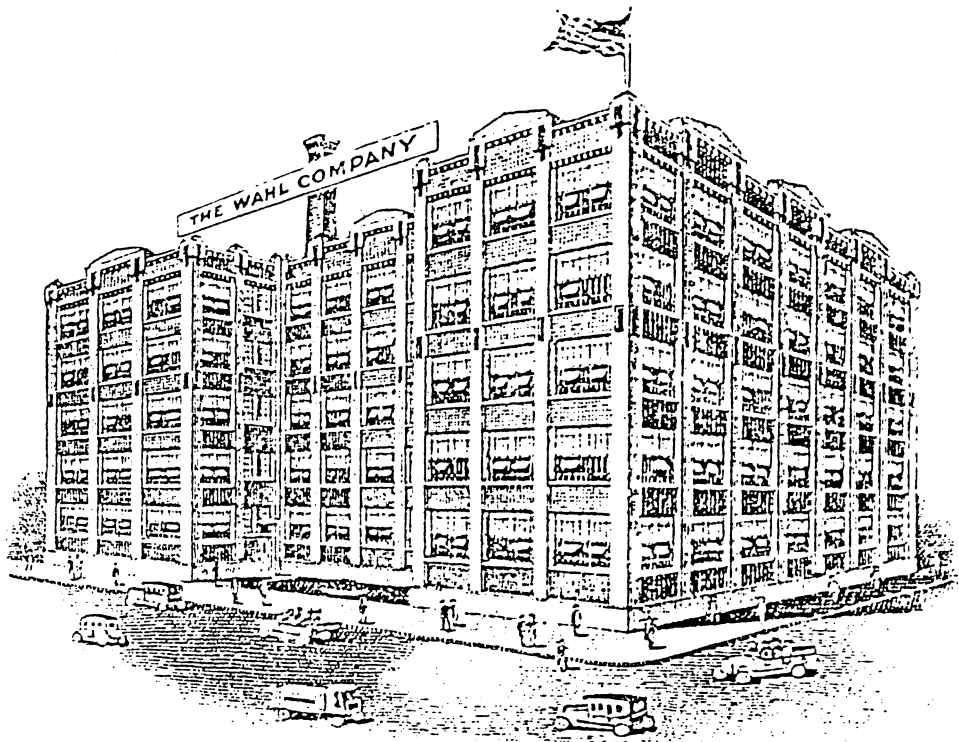
TEMPPOINT
PENS

EVERSHARP
PENCILS



The symbol of perfect
writing—the mark of
the Tempoint Pen
and Eversharp Pencil

THE WAHL COMPANY
1800 ROSCOE STREET : : CHICAGO, ILL.



Back of every Eversharp Pencil and every Tempoint Pen stands The Wahl Company, a two-and-a-half-million dollar concern of splendid international reputation and integrity.

Above is illustrated the great Wahl factory. Here are made the famous Wahl Adding Machine, the Tempoint Pen and the Eversharp Pencil, each representative of highest efficiency in its realm.

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25
26
27
28
29
30
31
32
33
34
35
36
37
38
39
40
41
42
43
44
45
46
47
48
49
50
51
52
53
54
55
56
57
58
59
60
61
62
63
64
65
66
67
68
69
70
71
72
73
74
75
76
77
78
79
80
81
82
83
84
85
86
87
88
89
90
91
92
93
94
95
96
97
98
99
100

INTRODUCTION

In the wonderful Tempoint Pen and the Eversharp Pencil, the joy of utmost writing comfort becomes within hand reach of all who write.

As explained on pages 4 and 5 the Tempoint Pen embodies ten super-features which give it an exclusive distinctiveness possessed by no other pen.

Any one of these features would constitute a marked advance and a splendid selling point; together they form a combination of super-excellence that is absolutely unique.

This is the Pen heretofore known as the Boston Safety Fountain Pen. By reason of removal to Chicago where it is now made by The Wahl Company, and also because of the exclusive advantages of the writing point, it has been re-named the Tempoint Pen under which name it will be advertised and sold.

The splendid Eversharp Pencil is the culmination of 400 years of pencil development. Here at last is a pencil that is always sharp—never sharpened, a pencil with enough lead to write a quarter million words, a pencil that is as much a wonder of beauty and construction as it is a marvel of writing.

Whatever the writing requirement, there is an Eversharp that meets it. Whatever the hand, there's an Eversharp that fits it. Whatever the lead preference there's an Eversharp Lead for it. Whatever the demand of price and style there's a ready sale. Eversharp Pencils retail at \$1 and up.

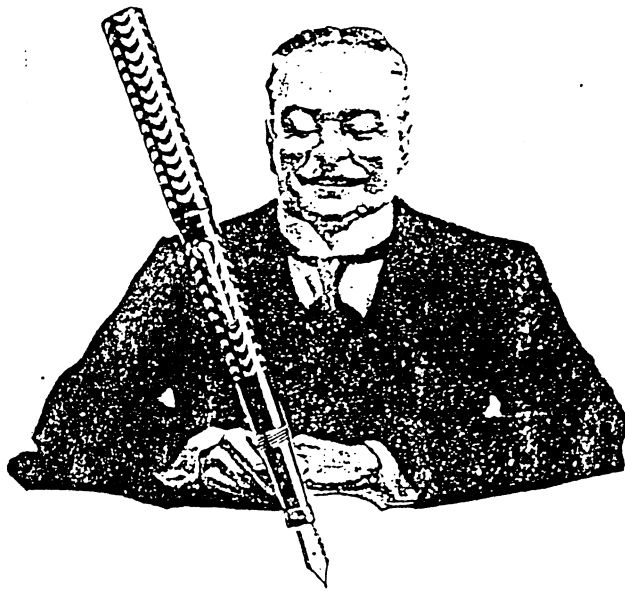
When empty, the lead chamber can be refilled with Eversharp Leads. A box of twelve leads, eighteen inches in all, enough for another quarter million words retails for 25c—one cent for ten thousand words. Leads come in various degrees of hardness.

Tempoint Pen and Eversharp Pencil—truly a writing team simply unbeatable. Popular, big sellers, workers of satisfaction for dealer and user alike—the highest expressions of writing excellence.

Made and Guaranteed by

THE WAHL COMPANY

1800 Roscoe Street, CHICAGO, ILL.



TEMPPOINT PENS

THESE are the ten advantages that make the Tempoint Pen such a vastly different and better pen, every way.

1—The 14 kt. solid gold pen has a steel-like hardness and flexibility, due to a special hand hammering process which affords protection against harmful ink acids and long, hard writing. Thus the point cannot weaken or become "sprung."

2—Gold is *fused* about the unusually ample iridium tip—not annealed. This insures smoother writing and longer life.

3—Scientific Wahl Comb Feed automatically controls ink flow. Touch of pen to paper regulates flow instantly for any writing—fast, slow, steady or intermittent.

4—Air-tight chamber prevents pen from sweating in the pocket, and keeps point moist for instant writing.

5—The invisible Self Filling lever is out of the way until actual-

ly needed. Then ready instantly. The Tempoint Pen is also made in regular Screw Joint style.

6—The Duralastic ink sack is as durable as the pen itself. Nothing to replace or adjust.

7—The holder is scientifically balanced for easy writing. No writer's cramp.

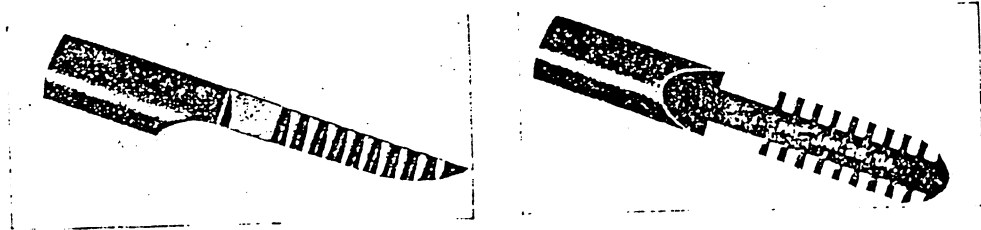
8—The built-in Wahl pocket clip prevents loss.

9—Beautifully made throughout. A pen to admire for its splendid construction as well as for its wonderful writing quality.

10—Made and guaranteed by The Wahl Company, a two-and-a-half-million dollar concern—a further assurance of value and satisfaction.

A Tempoint sale is a sale well made. It makes the customer a satisfied customer. And satisfied customers are a dealer's best asset.

THE PATENTED WAHL COMB FEED

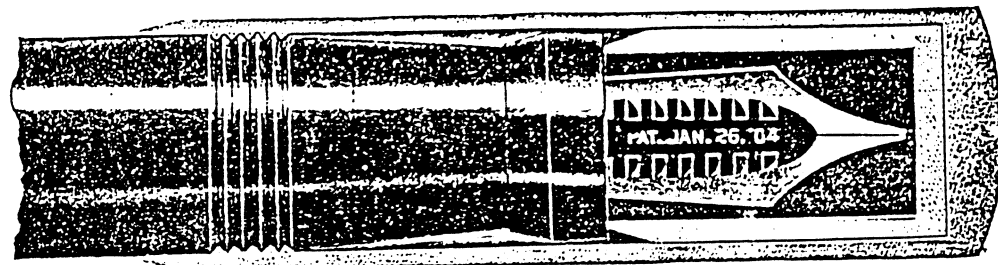


Built upon the principle of the comb. When the ink channel contains more ink than the pen point requires for writing, it flows back into the cavities formed by the teeth and the gold pen, and is held there until needed. The capillary attraction thus formed prevents the ink from dropping on the paper.

THE PATENTED AIR-TIGHT CHAMBER

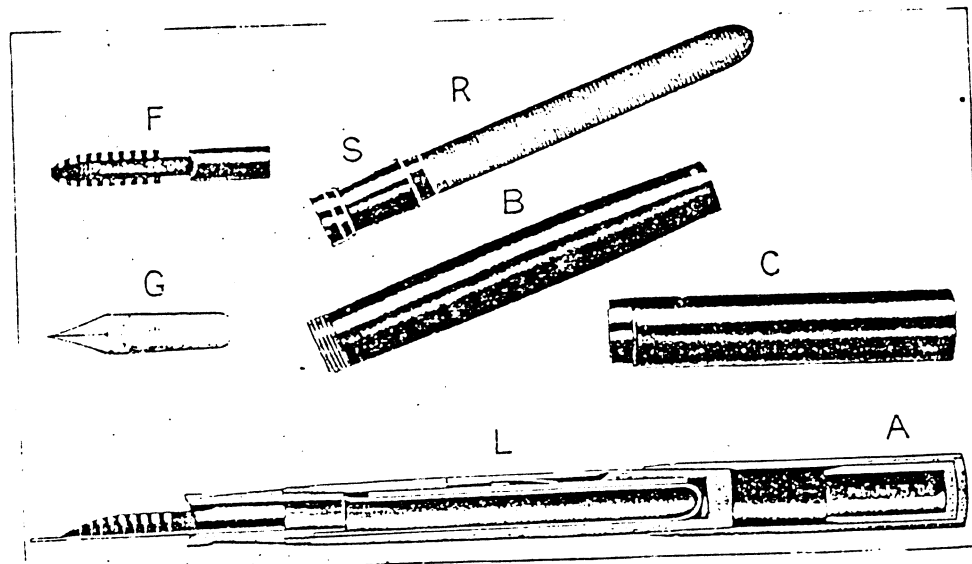
The Safety Feature

(Enlarged View)



The air-tight chamber is simply a cap within a cap, and bevelled at its open end. When the outside cap is screwed on to the barrel tightly, there is a perfect contact on all sides between the open end of the inner-cap and the bevelled flange of the point section, making it air-tight and preventing any ink from escaping. The pen point, so concealed within the inner-cap, remains moist and in condition to write the instant it touches the paper.

THE SEPARATE PARTS



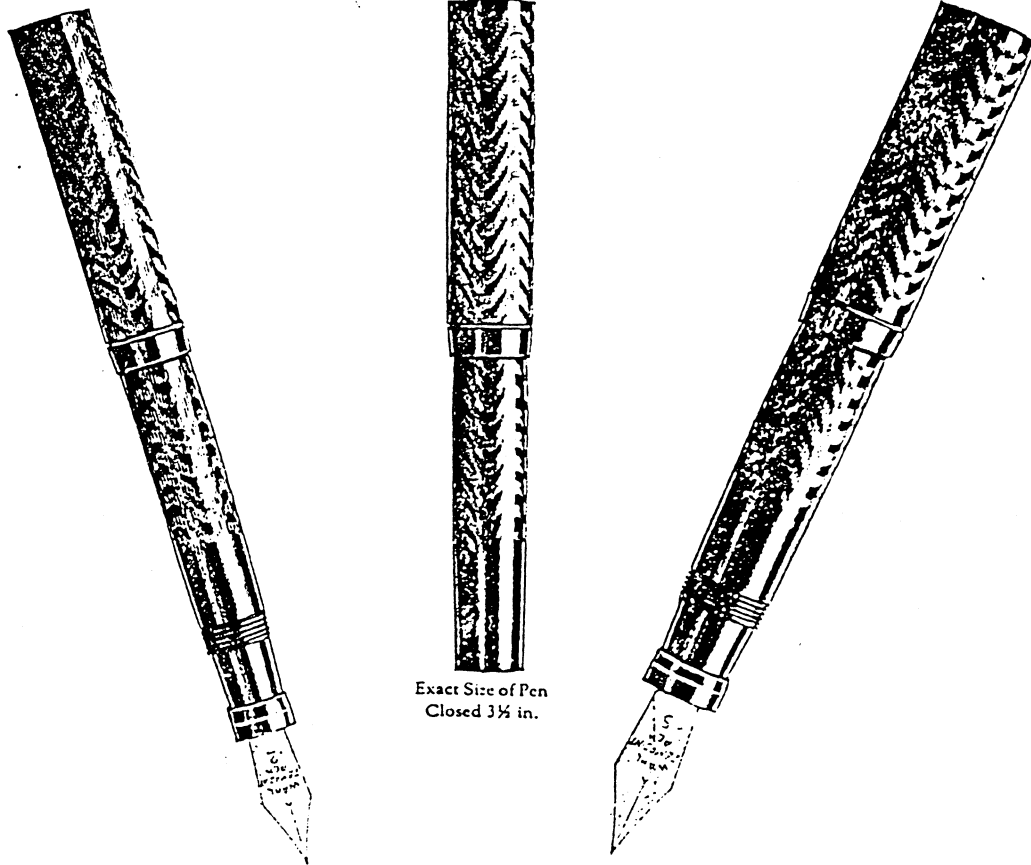
F—The Feed; S—The Point Section; B—The Barrel; C—The Cap; G—The Gold Pen.
The longitudinal view of the separate parts assembled.
Simplicity in construction and quality of workmanship and materials are the standards upon which the separate parts are made, and the complete pen assembled. Each pen is thoroughly inspected and tested before leaving the factory.

TEMPOINT PENS

SCREW JOINT—DROPPER FILLER

THE DOCTOR'S PEN

(ACTUAL SIZE)



Exact Size of Pen
Closed $3\frac{1}{8}$ in.

Telegraph
Word

Author
No. 2—\$2.50

Argus
No. 5—\$5.00

This pen was suggested to us by a physician and it has found favor not only with doctors, nurses, and other professional people, but with those desiring a handy pen that can be carried in the lower vest, trouser, or apron pocket. It is most convenient for note-taking as it is the smallest and yet most practical pen ever made. Though widely imitated, it has never been equalled.

Note—Always use telegraph word when wiring orders

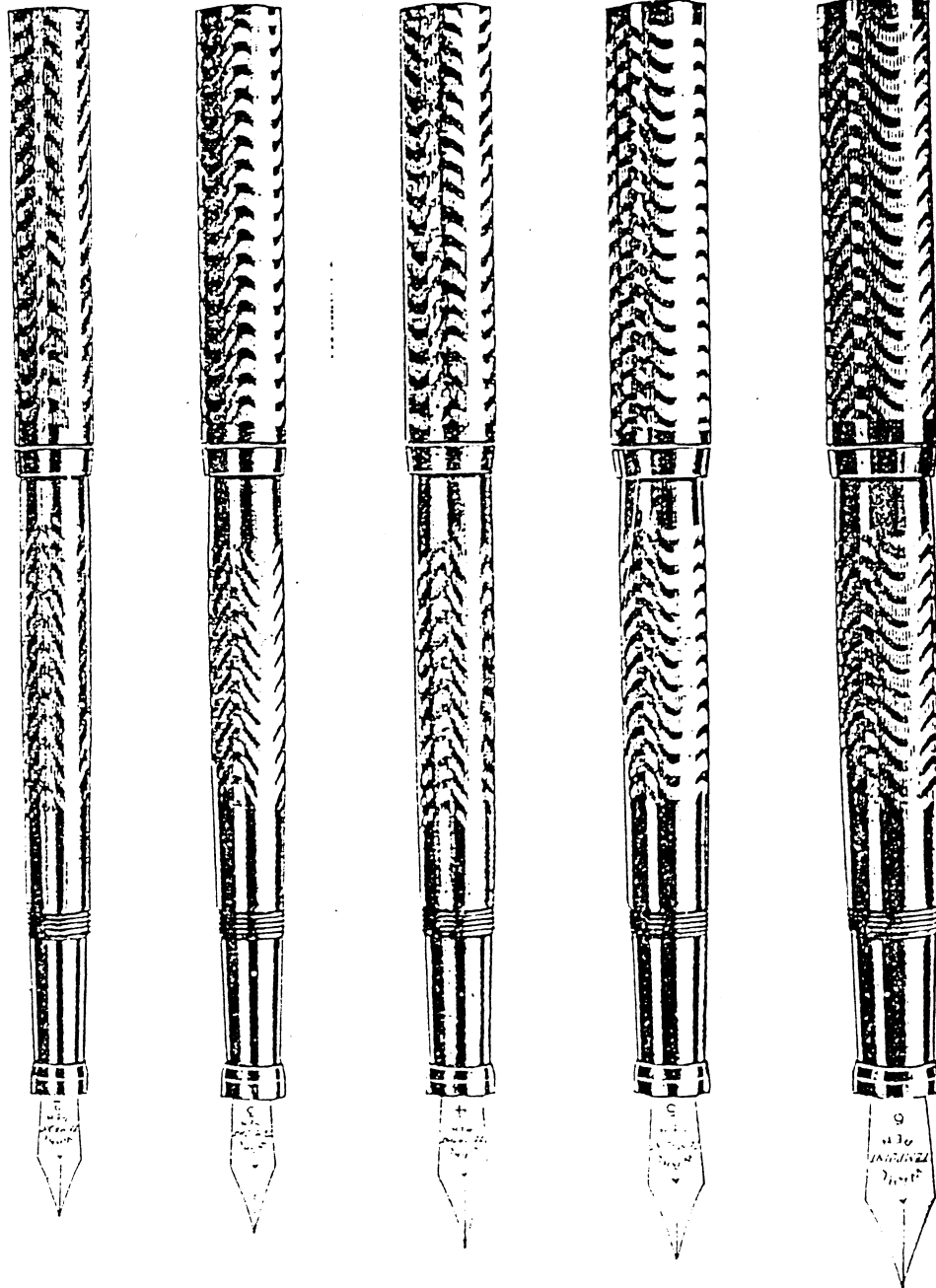
Telegr:
Wor:

TEMPOINT PENS

SCREW JOINT—DROPPER FILLER

THE REGULAR STANDARD PEN

(ACTUAL SIZE)



Telegraph
Word Ardmore
No. 12—\$2.50

Alpine
No. 13—\$3.50

Alwood
No. 11—\$1.00

Bucklin
No. 15—\$5.00

Battle
No. 16—\$6.00

A Tempoint Pen is never without ink, and never without a ready point.

TEMPOINT PENS

THE SELF FILLING PEN

(ACTUAL SIZE)



Exact Size of Pen
Closed $4\frac{1}{2}$ in.



Telegraph
Word Bishop
No. 62—\$2.50

Baton
No. 63—\$3.50

Barber
No. 64—\$1.00

Colby
No. 65—\$5.00

The Tempoint writes at first touch of pen to paper. Feeds just enough ink—
no more—no less.

Tele
W
Crec
Cent
Chec
Dur
Feat

TEMPPOINT PENS

BANDED PENS

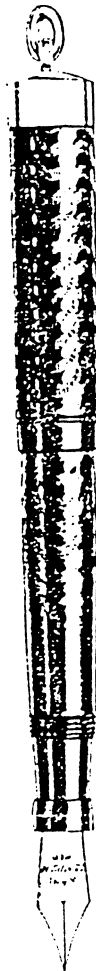
(ACTUAL SIZE)



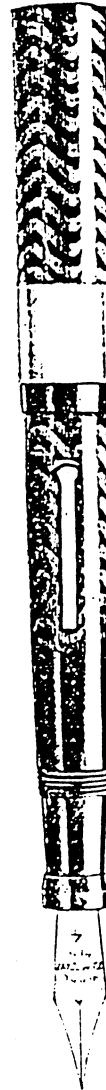
No. 62A



No. 63A



No. 102A



No. 61A



No. 65A

| Telegraph Word | No. | | Telegraph Word | No. | |
|----------------|-------|-------------------------------------|----------------|-------|-------------------------------------|
| Creole..... | 62A— | Plain Gold Band 18- $\frac{1}{8}$ K | Dapper..... | 61A— | Plain Gold Band 18- $\frac{1}{8}$ K |
| Century..... | 62B— | Solid Gold Band 14 K | Fickle..... | 61B— | Solid Gold Band 14 K |
| Checker..... | 63A— | Plain Gold Band 18- $\frac{1}{8}$ K | Fabric..... | 65A— | Plain Gold Band 18- $\frac{1}{8}$ K |
| Durable..... | 63B— | Solid Gold Band 14 K | Factor..... | 65B— | Solid Gold Band 14 K |
| Feather..... | 102A— | Plain Gold Tass 18- $\frac{1}{8}$ K | Equity..... | 102B— | Solid Gold Tass 14 K |
| | | \$3.50 | | | \$5.00 |
| | | 5.00 | | | 6.50 |
| | | 4.50 | | | 6.00 |
| | | 6.00 | | | 7.50 |
| | | 3.50 | | | 6.00 |

Bands are made in four styles—Plain, Colonial, Unique and Ribbon. See Mounted Pens on Page 12. Style must be specified in ordering. The air-tight chamber of the Tempoint Pen keeps nib moist for instant writing and prevents "sweating" when the pen is carried in the pocket.

TEMPOINT PENS

THE SELF FILLING PEN

(ACTUAL SIZE)



Telegraph Word Electric
No. 72—\$2.50

Gainsay
No. 73—\$3.50

Gerald
No. 74—\$1.00

Helen
No. 75—\$5.00

Jackal
No. 76—\$6.00

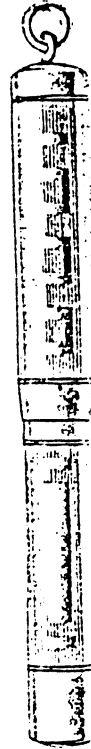
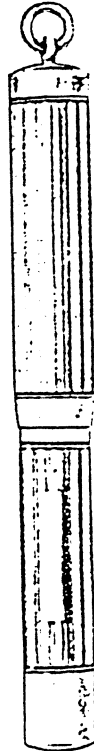
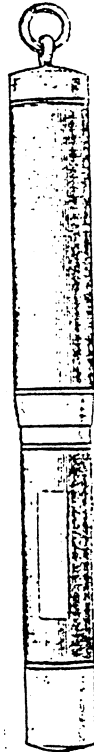
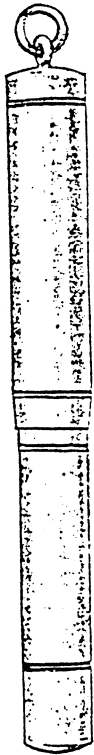
The gold of the Tempoint nib is fused about the ample iridium nib—not annealed. Then hand-hammered. Result, a steel-like hardness and flexibility.

Tele
W
Lam
Men
Nest
Oak:
Pret

TEMPOINT PENS

MOUNTED PENS

(SCREW JOINT OR SELF FILLER AS DESIRED)



202A Plain

203A Colonial

201A Unique

205A Ribbon

206A Grecian Border

| Telegraph Word | No. | | Telegraph Word | No. | |
|----------------|---------|-----------------------------------|----------------|---------|--------------------------------------|
| Pansy..... | 202 A | —18- $\frac{1}{8}$ K Gold | Ruby..... | 204 B-G | —18 K Solid Gold (Green).....\$25.00 |
| Parable..... | 202 A-G | —18- $\frac{1}{8}$ K Gold (Green) | Remus..... | 204 C | —Sterling Silver..... 6.00 |
| Puritan..... | 202 B | —14 K Solid Gold | Sable..... | 205 A | —18- $\frac{1}{8}$ K Gold |
| Parley..... | 202 B-G | —18 K Solid Gold (Green) | Sage..... | 205 A-G | —18- $\frac{1}{8}$ K Gold (Green) |
| Parole..... | 202 C | —Sterling Silver | Simon..... | 205 B | —14 K Solid Gold |
| Passport..... | 203 A | —18- $\frac{1}{8}$ K Gold | Scarlet..... | 205 B-G | —18 K Solid Gold (Green) |
| Phantom..... | 203 A-G | —18- $\frac{1}{8}$ K Gold (Green) | Sector..... | 205 C | —Sterling Silver |
| Pirate..... | 203 B | —14 K Solid Gold | Rhode..... | 206 A | —18- $\frac{1}{8}$ K Gold |
| Prophet..... | 203 B-G | —18 K Solid Gold (Green) | Redfern..... | 206 A-G | —18- $\frac{1}{8}$ K Gold (Green) |
| Regent..... | 203 C | —Sterling Silver | Relic..... | 206 B | —14 K Solid Gold |
| Regime..... | 204 A | —18- $\frac{1}{8}$ K Gold | Rebuke..... | 206 B-C | —18 K Solid Gold (Green) |
| Reserve..... | 204 A-G | —18- $\frac{1}{8}$ K Gold (Green) | Roscoe..... | 206 C | —Sterling Silver |
| Roman..... | 204 B | —14 K Solid Gold | | | |

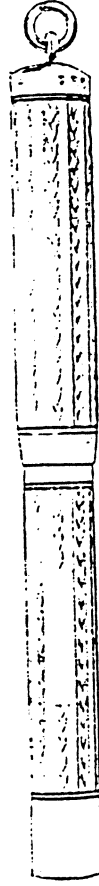
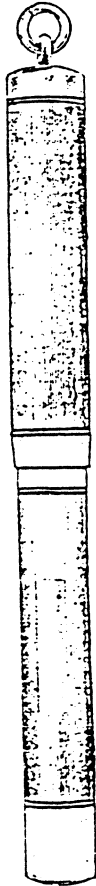
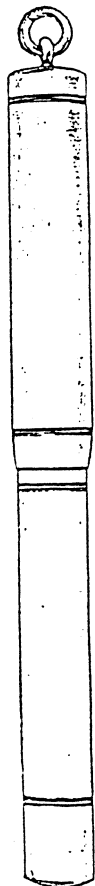
Color of gold, and whether Screw Joint or Self Filler is desired must be specified.

Back of every Tempoint Pen is the guarantee of a two-and-a-half-million-dollar concern.

TEMPOINT PENS

MOUNTED PENS

(SCREW JOINT OR SELF FILLER AS DESIRED)



302A Plain

303A Colonial

304A Unique

305A Ribbon

306A Grecian Border

| Telegraph Word | No. | | |
|----------------|---------|-------------------------|---------|
| Sanford | 302 A | 18-1/8 K Gold | \$10.00 |
| Symbol | 302 A-G | 18-1/8 K Gold (Green) | 10.00 |
| Signal | 302 B | 14 K Solid Gold | 30.00 |
| Sloop | 302 B-G | 18 K Solid Gold (Green) | 30.00 |
| Staple | 302 C | Sterling Silver | 8.00 |
| Sidney | 303 A | 18-1/8 K Gold | 10.00 |
| Tangent | 303 A-G | 18-1/8 K Gold (Green) | 10.00 |
| Target | 303 B | 14 K Solid Gold | 30.00 |
| Tempert | 303 B-G | 18 K Solid Gold (Green) | 30.00 |
| Tariff | 303 C | Sterling Silver | 8.00 |
| Titan | 304 A | 18-1/8 K Gold | 10.00 |
| Tarpan | 304 A-G | 18-1/8 K Gold (Green) | 10.00 |
| Tartar | 304 B | 14 K Solid Gold | 30.00 |

| Telegraph Word | No. | | |
|----------------|---------|-------------------------|---------|
| Templar | 304 B-G | 18 K Solid Gold (Green) | \$30.00 |
| Usher | 304 C | Sterling Silver | 8.00 |
| Velvet | 305 A | 18-1/8 K Gold | 10.00 |
| Venus | 305 A-G | 18-1/8 K Gold (Green) | 10.00 |
| Vortex | 305 B | 14 K Solid Gold | 30.00 |
| Vesper | 305 B-G | 18 K Solid Gold (Green) | 30.00 |
| Vogue | 305 C | Sterling Silver | 8.00 |
| Random | 306 A | 18-1/8 K Gold | 10.00 |
| Rally | 306 A-G | 18-1/8 K Gold (Green) | 10.00 |
| Ralph | 306 B | 14 K Solid Gold | 30.00 |
| Reckon | 306 B-G | 18 K Solid Gold (Green) | 30.00 |
| Report | 306 C | Sterling Silver | 8.00 |

The Tempoint Pen is scientifically balanced for comfortable writing—no writer's cramp.

Color of gold, and whether Screw Joint or Self Filler is desired must be specified.

Order
5.00
1.00
1.00
1.00
1.00
5.00
5.00
1.00
1.00
1.00
1.00
5.00
5.00
1.00

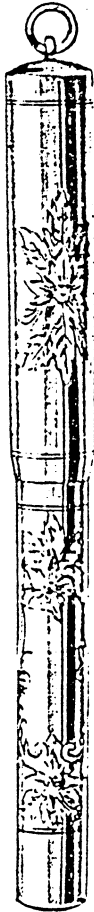
TEMPOINT PENS

HAND ENGRAVED MOUNTS

(SCREW JOINT OR SELF FILLER AS DESIRED)



No. 420 B



No. 430 B



No. 520 B



No. 530 B



No. 620 B



No. 630 B



No. 930 B

| Telegraph Word | No. | | |
|----------------|---------|------------------------------|---------|
| Yearling | 420 B | —14 Karat Solid Gold | \$30.00 |
| Yankee | 420 B-G | —18 Karat Solid Gold (Green) | 30.00 |
| Vulcan | 420 C | —Sterling Silver | 3.00 |
| Condax | 430 B | —14 Karat Solid Gold | 35.00 |
| Confute | 430 B-G | —18 Karat Solid Gold (Green) | 35.00 |
| Chessman | 430 C | —Sterling Silver | 10.00 |
| Yuma | 520 B | —14 Karat Solid Gold | 32.50 |
| Watch | 520 B-G | —18 Karat Solid Gold (Green) | 32.50 |
| Welkin | 520 C | —Sterling Silver | 10.00 |
| Ward | 530 B | —14 Karat Solid Gold | 37.50 |
| Winter | 530 B-G | —18 Karat Solid Gold (Green) | 37.50 |

| Telegraph Word | No. | | |
|----------------|---------|--------------------------------------|---------|
| Warwick | 530 C | —Sterling Silver | \$12.00 |
| Welfare | 620 B | —14 Karat Solid Gold | 35.00 |
| Welcome | 620 B-G | —18 Karat Solid Gold (Green) | 35.00 |
| Weapon | 620 C | —Sterling Silver | 12.00 |
| Willard | 630 B | —14 Karat Solid Gold | 40.00 |
| Wolfrain | 630 B-G | —18 Karat Solid Gold (Green) | 40.00 |
| Wasey | 630 C | —Sterling Silver | 15.00 |
| Wilke | 930 B | —14 Karat Solid Gold De Luxe | 50.00 |
| York | 930 B-G | —18 Karat Solid Gold De Luxe (Green) | 50.00 |

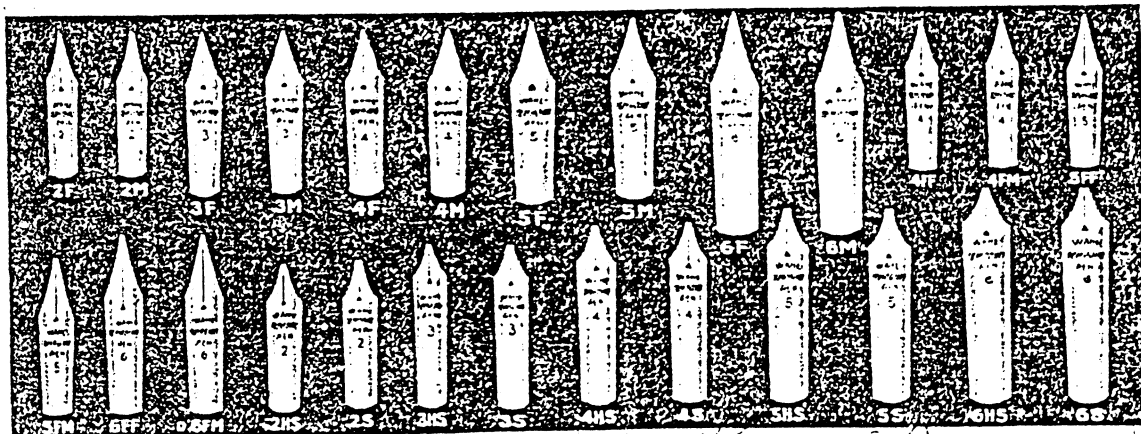
Made in Sterling Silver, 14 Karat Solid Gold, Yellow or Green; color of gold and whether Screw Joint or Self Filler is desired, must be specified.

A Tempoint purchase is a purchase for all time. Tempoint users are so delighted that they never have to consider some other pen.

2F
2M
3F
3M
4F
4M
5F
5M
6F
6M
4F
4F
5F

TEMPOINT WRITING CHART

There's A Tempoint that Writes Like You



| | | | |
|-----|----------------------------|-----|------------------------------|
| 2F | <i>Grace P. Andrews</i> | 5FM | <i>Lillian P. Hughes</i> |
| 2M | <i>Fred D. Ziering</i> | 6FF | <i>Lillian Shaw</i> |
| 3F | <i>Harriet S. Albright</i> | 6FM | <i>A. C. Burton</i> |
| 3M | <i>Josephus M. Lee</i> | 2HS | <i>W. L. Clapp</i> |
| 4F | <i>T. W. Ferris</i> | 2S | <i>H. W. Harris</i> |
| 4M | <i>Wm. Rouse</i> | 3HS | <i>Samuel P. Wood</i> |
| 5F | <i>Robert Gomer</i> | 3S | <i>Fred K. Wixson</i> |
| 5M | <i>Arthur</i> | 4HS | <i>Ed. Thompson</i> |
| 6F | <i>Angela B. Stevens</i> | 4S | <i>Grace Marie Robertson</i> |
| 6M | <i>Alma</i> | 5HS | <i>Will H. Howell</i> |
| 4FF | <i>Louella Hasty</i> | 5S | <i>John Woodruff</i> |
| 4FM | <i>W. S. Hoys</i> | 6HS | <i>Quay M. Bump</i> |
| 5FF | <i>G. T. Cochard</i> | 6S | <i>G. Frank Price</i> |

✓ And Every Tempoint Pen Has 10 Superior Features. Ask About Them. ✓

The Tempoint Writing Chart is what you have long been looking for—a practical aid to quick pen selling and an absolutely sure guide to accurate individual pen selection. It assures lasting writing comfort to every one of your customers—young or old, slow writers or fast ones, light writers or heavy ones.



EVERSHARP PENCILS

The skeleton cut to the right shows the ingenious construction of the Eversharp Pencil.

The point is always sharp, never sharpened, for the Eversharp sharpens itself. No whittling, no lost motion, no lost lead, no interrupted thought.

And every stroke sharp and clean-cut. Easy writing, easy reading.

There's enough lead for a quarter million words, 18 inches of lead in all. Twenty-five cents at long intervals replenishes the supply—ten thousand words one cent.

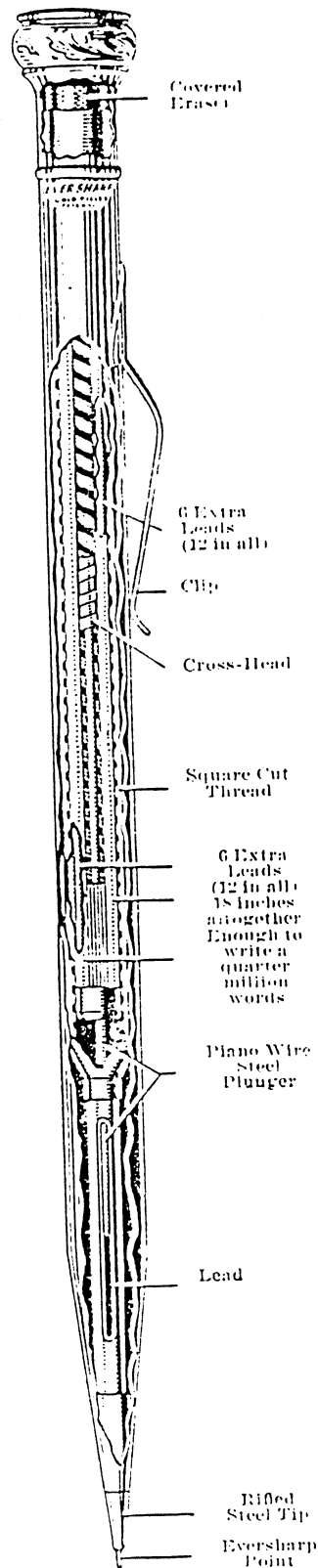
There's a handy eraser, under cover until needed. Ready instantly.

The built-in Wahl pocket clip prevents Pencil from working out of the pocket.

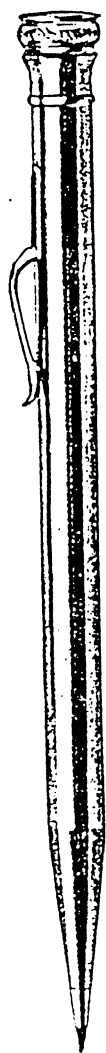
The rifled steel tip insures a sharp, steady, ready point for every word and every dot. It tapers down to the lead itself, insuring that graceful writing quality and scholarly touch of pencil to paper so much appreciated by all good writers.

The Eversharp is constructed with jeweler precision throughout. It is as good to the eye as it is in the hand. If anything ever brought pride of ownership it is an Eversharp Pencil. Eversharp owners are discriminating people.

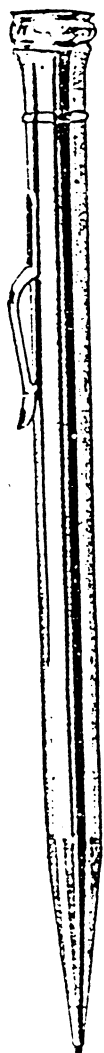
Eversharp Leads come in various degrees of hardness. From lead to cap the Eversharp is truly King of the Pencils—a striking advance in pencil construction and utility.



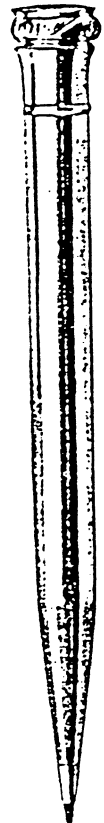
EVERSHARP PENCILS



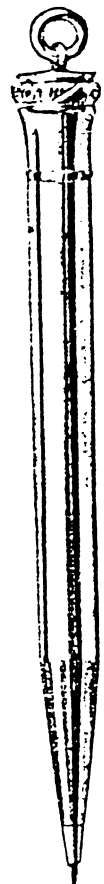
No. 20



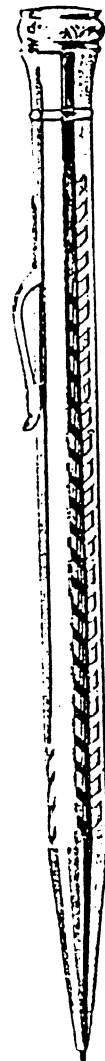
No. 30



No. 30S



No. 30SW



No. 31



No. 31S

| Telegraph Word | No. | | |
|----------------|------|---|--------|
| Abbot | 20 | Plain Silver Plate | \$1.00 |
| Alger | 30 | Plain Triple Silver Plate | 1.50 |
| Ablaze | 30S | Vest Pocket Plain Triple Silver Plate | 1.50 |
| Abyss | 30SW | Vest Pocket Plain Triple Silver With Ring | 1.75 |
| Anchor | 31 | Chased Triple Silver Plate | 1.50 |
| Adair | 31S | Vest Pocket Chased Triple Silver Plate | 1.50 |

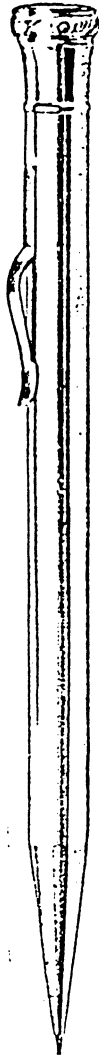
An Eversharp Pencil is a thing of beauty and a joy forever. Every user is proud to own it and to write with it.

Note—Always use telegraph word when wiring orders

EVERSHARP PENCILS



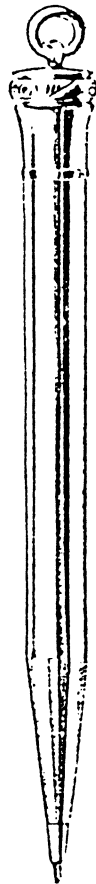
No. 31SW



No. 50



No. 50S



No. 50SW



No. 51

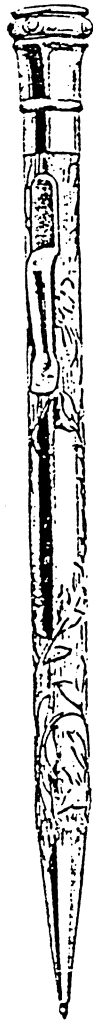
| Telegraph Word | No. | | |
|----------------|------|--|--------|
| Allen..... | 31SW | Vest Pocket Chased Triple Silver, with Ring..... | \$1.75 |
| Carter..... | 50 | Plain Sterling Silver..... | 2.50 |
| Clinton..... | 50S | Vest Pocket Sterling Silver..... | 2.00 |
| Cedar..... | 50SW | Vest Pocket Sterling Silver With Ring..... | 2.50 |
| Canyon..... | 51 | Checkered Sterling Silver..... | 3.00 |
| Calhoun..... | 51S | Vest Pocket Sterling Silver..... | 2.50 |
| Cabin..... | 51SW | Vest Pocket Sterling Silver With Ring..... | 3.00 |

The Eversharp is always sharp—never sharpened. Nothing could please any writer more.

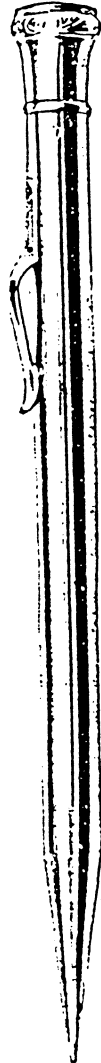
EVERSHARP PENCILS



No. 51



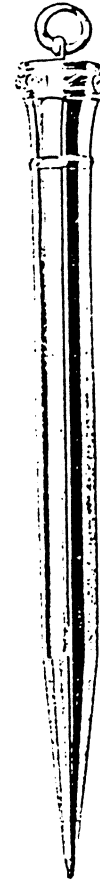
No. 55



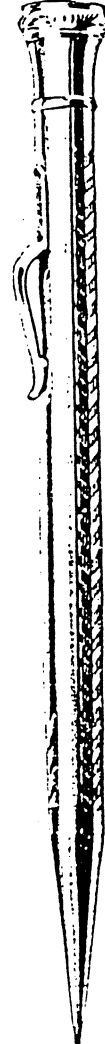
No. 60



No. 60S



No. 60SW



No. 61

| Telegraph Word | No. | | |
|----------------|------|--|--------|
| Cadet..... | 51 | Hand Engraved Sterling Silver..... | \$1.00 |
| Captive..... | 51S | Vest Pocket Hand Engraved Sterling Silver..... | 3.50 |
| Compass..... | 51SW | Vest Pocket Hand Engraved Sterling Silver With Ring..... | 4.00 |
| Convert..... | 55 | Hand Engraved Sterling Silver..... | 5.00 |
| Chain..... | 55S | Vest Pocket Hand Engraved Sterling Silver..... | 4.50 |
| Douglas..... | 55SW | Vest Pocket Hand Engraved Sterling Silver With Ring..... | 5.00 |
| Dodge..... | 60 | Plain 12 K. Gold Filled..... | 3.00 |
| Drama..... | 60S | Vest Pocket Gold Filled..... | 2.50 |
| Dawson..... | 60SW | Vest Pocket Gold Filled With Ring..... | 3.00 |
| Diamond..... | 61 | Checkered Gold Filled..... | 3.50 |

The built-in Wahl pocket clip keeps the Eversharp Pencil a bosom companion for life.

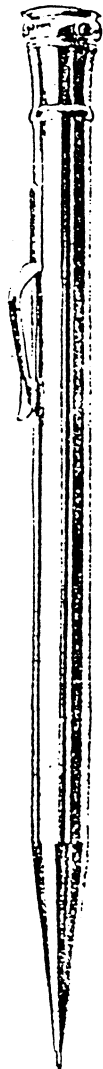
EVERSHARP PENCILS



No. 61S



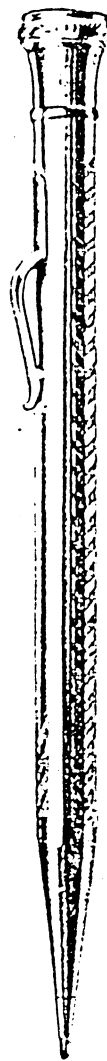
No. 61SW



No. 70



No. 70SW



No. 71



No. 71SW

| Telegraph Word | No. | | |
|----------------|------|--|--------|
| Emerald..... | 61S | Vest Pocket Checkered Gold Filled..... | \$3.00 |
| Eagle..... | 61SW | Vest Pocket Checkered Gold Filled With Ring..... | 3.50 |
| Kale..... | 70 | Plain 18 K. Gold Filled (Green)..... | 4.00 |
| Kilt..... | 70S | Vest Pocket Plain 18 K. Gold Filled (Green)..... | 3.50 |
| Koran..... | 70SW | Vest Pocket Gold Filled With Ring (Green)..... | 4.00 |
| Knave..... | 71 | Checkered Gold Filled (Green)..... | 4.50 |
| Kepper..... | 71S | Vest Pocket Checkered Gold Filled (Green)..... | 4.00 |
| Kenneth..... | 71SW | Vest Pocket Checkered Gold Filled (Green) With Ring..... | 4.50 |

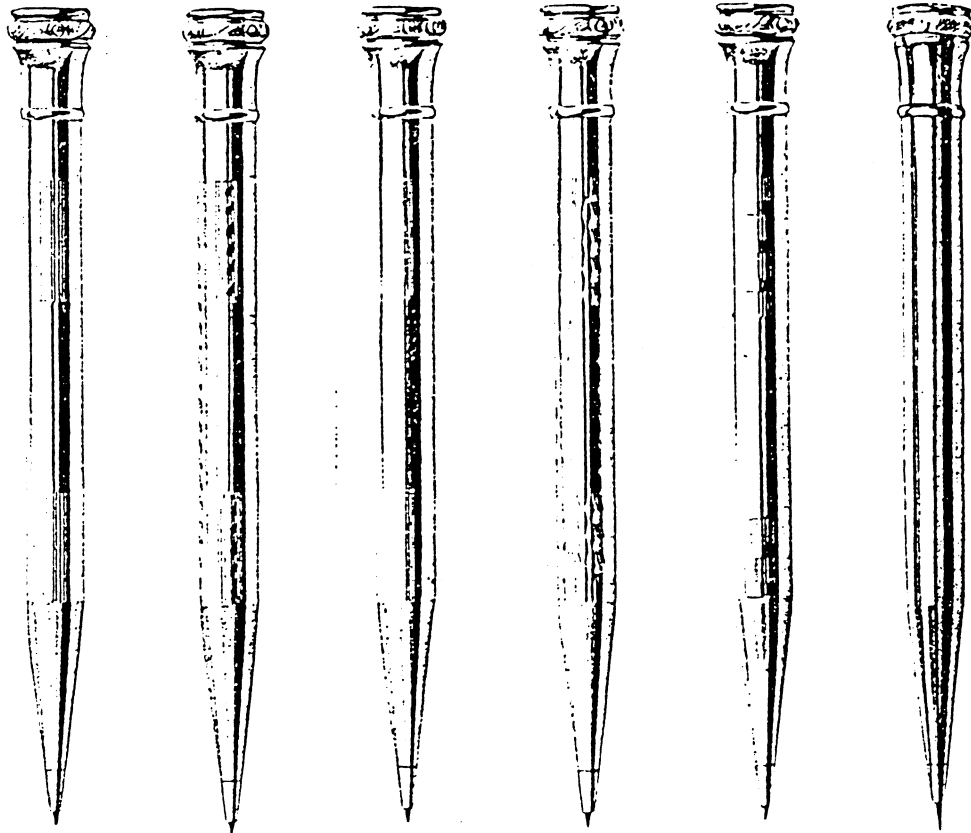
The handy eraser is another Eversharp convenience. Under cover until wanted, then there instantly.

Tele:
W
Boo
Edw
Lay
Har
Pan
Ven
Rea.
Bar.
Fras
Leo
Hoo
Pat:
Vir:
Reb
Bal:
Fre:
Mir:
I:
F:
T:

EVERSHARP PENCILS

ENGINE TURNED DESIGNS

VEST POCKET SIZE



| Colonial | Unique | Ribbon | Zigzag | Grecian Border | Plain |
|----------|--------|--------|--------|----------------|-------|
| No. | No. | No. | No. | No. | No. |
| 45S | 46S | 47S | 48S | 49S | 15S |
| 10S | 11S | 12S | 13S | 11S | 78S |
| 73S | 71S | 75S | 76S | 77S | |
| 16S | 17S | 18S | 19S | 21S | |
| 79S | 80S | 81S | 82S | 83S | |
| 93S | 91S | 95S | 96S | 97S | |
| 81S | 85S | 86S | 87S | 88S | |

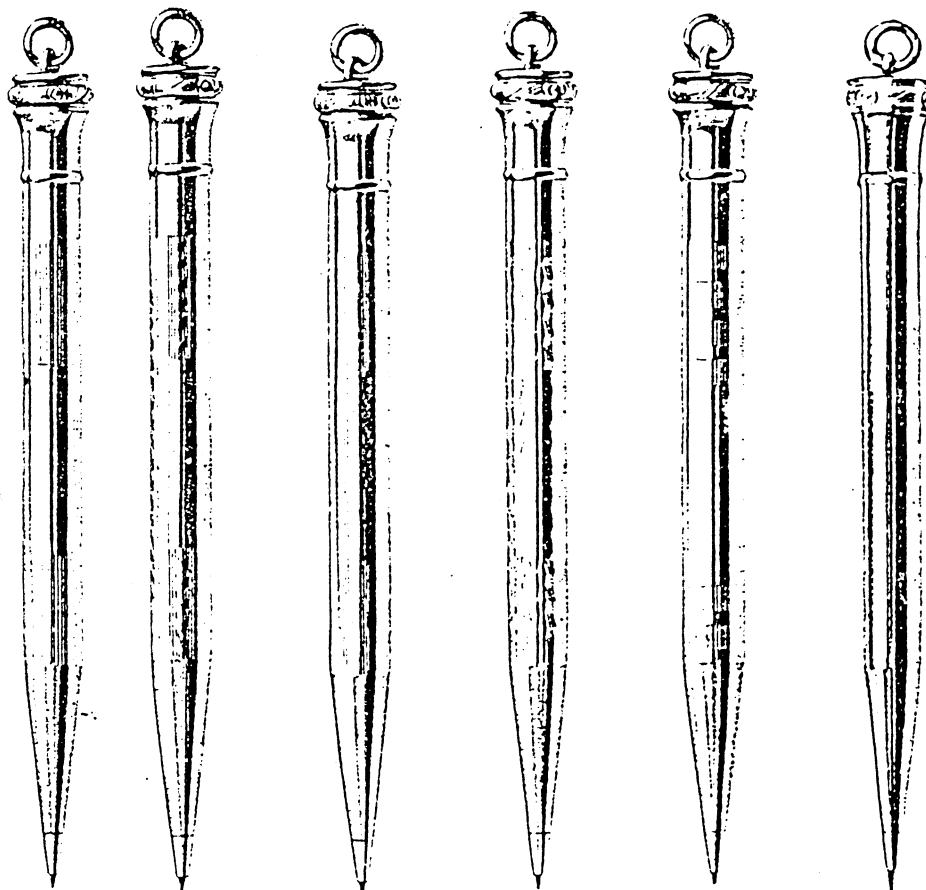
| Telegraph Word | No. | | |
|----------------|-----|------------------------|---------|
| Boone | 15S | Sterling Silver | \$ 4.00 |
| Edward | 10S | Gold Filled | 4.50 |
| Lava | 73S | Gold Filled (Green) | 5.50 |
| Harmony | 16S | 14 K. 1/4 Gold | 11.00 |
| Pandor | 79S | 18 K. 1/4 Gold (Green) | 11.00 |
| Venture | 93S | Solid Gold | 21.00 |
| Realm | 81S | Solid Gold (Green) | 21.00 |
| Burke | 16S | Sterling Silver | 4.00 |
| Franklin | 11S | Gold Filled | 4.50 |
| Loot | 74S | Gold Filled (Green) | 5.50 |
| Hooker | 17S | 14 K. 1/4 Gold | 11.00 |
| Patriot | 80S | 18 K. 1/4 Gold (Green) | 11.00 |
| Virtue | 94S | Solid Gold | 21.00 |
| Rebel | 85S | Solid Gold (Green) | 21.00 |
| Baldwin | 17S | Sterling Silver | 4.00 |
| Fremont | 12S | Gold Filled | 4.50 |
| Mirage | 75S | Gold Filled (Green) | 5.50 |
| Irwin | 18S | 14 K. 1/4 Gold | 11.00 |
| Requite | 81S | 18 K. 1/4 Gold (Green) | 11.00 |
| Temper | 95S | Solid Gold | 21.00 |

| Telegraph Word | No. | | |
|----------------|-----|------------------------|---------|
| Stout | 86S | Solid Gold (Green) | \$21.00 |
| Blaine | 18S | Sterling Silver | 4.00 |
| Grant | 13S | Gold Filled | 4.50 |
| Neutral | 76S | Gold Filled (Green) | 5.50 |
| Julek | 19S | 14 K. 1/4 Gold | 11.00 |
| Richard | 82S | 18 K. 1/4 Gold (Green) | 11.00 |
| Thomas | 96S | Solid Gold | 21.00 |
| Success | 87S | Solid Gold (Green) | 21.00 |
| Clay | 19S | Sterling Silver | 4.00 |
| Galla | 14S | Gold Filled | 4.50 |
| Ornate | 77S | Gold Filled (Green) | 5.50 |
| Jockey | 21S | 14 K. 1/4 Gold | 11.00 |
| Restrain | 83S | 18 K. 1/4 Gold (Green) | 11.00 |
| Thunder | 97S | Solid Gold | 21.00 |
| Saint | 88S | Solid Gold (Green) | 21.00 |
| Garfield | 15S | 14 K. Gold | 9.00 |
| Pall | 78S | 18 K. 1/4 Gold (Green) | 9.00 |

EVERSHARP PENCILS

ENGINE TURNED DESIGNS

VEST POCKET SIZE WITH RING



| Colonial No. | Unique No. | Ribbon No. | Zigzag No. | Grecian Border No. | Plain No. |
|-----------------|---------------|---------------|---------------|-----------------------|--------------|
| 45SW | 46SW | 47SW | 48SW | 49SW | 15SW |
| 10SW | 11SW | 12SW | 13SW | 14SW | 78SW |
| 73SW | 74SW | 75SW | 76SW | 77SW | |
| 16SW | 17SW | 18SW | 19SW | 21SW | |
| 79SW | 80SW | 81SW | 82SW | 83SW | |
| 93SW | 94SW | 95SW | 96SW | 97SW | |
| 84SW | 85SW | 86SW | 87SW | 88SW | |

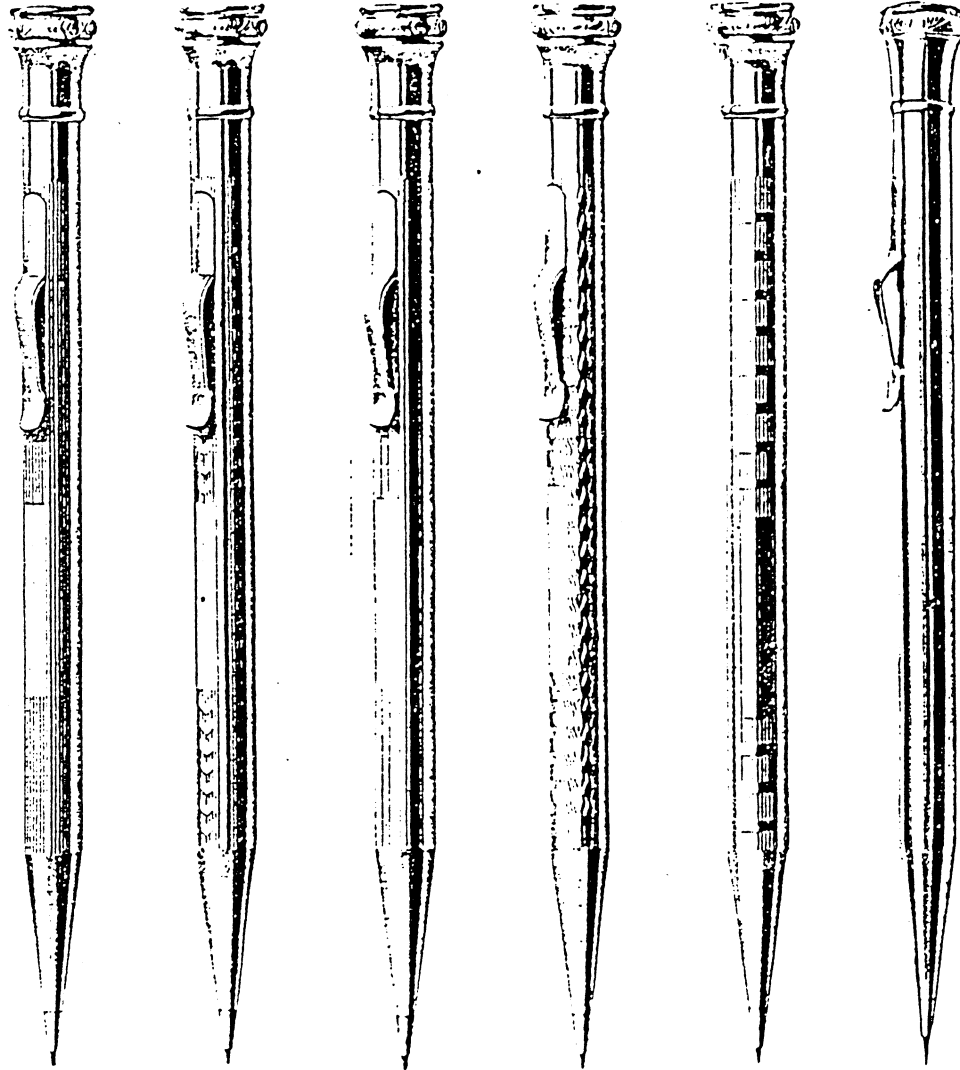
| Telegraph Word | No. | | |
|-------------------|------|------------------------|---------|
| Butler | 45SW | Sterling Silver | \$ 4.50 |
| Elmore | 10SW | Gold Filled | 5.00 |
| Lantern | 73SW | Gold Filled (Green) | 6.00 |
| Huron | 16SW | 14 K. 1/4 Gold | 12.00 |
| Parade | 79SW | 18 K. 1/4 Gold (Green) | 12.00 |
| Vizard | 93SW | Solid Gold | 22.00 |
| Ruth | 81SW | Solid Gold (Green) | 22.00 |
| Boulder | 46SW | Sterling Silver | 4.50 |
| Ford | 11SW | Gold Filled | 5.00 |
| Lynx | 74SW | Gold Filled (Green) | 6.00 |
| Jackson | 17SW | 14 K. 1/4 Gold | 12.00 |
| Portal | 80SW | 18 K. 1/4 Gold (Green) | 12.00 |
| Vigor | 91SW | Solid Gold | 22.00 |
| Relate | 85SW | Solid Gold (Green) | 22.00 |
| Benton | 47SW | Sterling Silver | 4.50 |
| Fountain | 12SW | Gold Filled | 5.00 |
| Mode | 75SW | Gold Filled (Green) | 6.00 |
| Harper | 18SW | 14 K. 1/4 Gold | 12.00 |
| Robey | 81SW | 18 K. 1/4 Gold (Green) | 12.00 |

| Telegraph Word | No. | | |
|-------------------|------|------------------------|---------|
| Thrall | 95SW | Solid Gold | \$22.00 |
| Strength | 86SW | Solid Gold (Green) | 22.00 |
| Chase | 48SW | Sterling Silver | 4.50 |
| Gentry | 13SW | Gold Filled | 5.00 |
| Nectar | 76SW | Gold Filled (Green) | 6.00 |
| Joker | 19SW | 14 K. 1/4 Gold | 12.00 |
| Resolve | 82SW | 18 K. 1/4 Gold (Green) | 12.00 |
| Tyler | 96SW | Solid Gold | 22.00 |
| Sudden | 87SW | Solid Gold (Green) | 22.00 |
| Cloud | 49SW | Sterling Silver | 4.50 |
| Grover | 14SW | Gold Filled | 5.00 |
| Orion | 77SW | Gold Filled (Green) | 6.00 |
| Jargon | 21SW | 14 K. 1/4 Gold | 12.00 |
| Ripe | 83SW | 18 K. 1/4 Gold (Green) | 12.00 |
| Tipper | 97SW | Solid Gold | 22.00 |
| Stanley | 88SW | Solid Gold (Green) | 22.00 |
| Harding | 15SW | 14 K. 1/4 Gold | 10.00 |
| Pallet | 78SW | 18 K. 1/4 Gold (Green) | 10.00 |

Telegr:
Wor:
Barr
Entic
Kem
Hash
Palm
Vaur
Roya
Bake
Elmv
Lode
Huds
Patre
Victo
Rifle
Bent
Fultc
Marc
How
Ques

EVERSHARP PENCILS

ENGINE TURNED DESIGNS

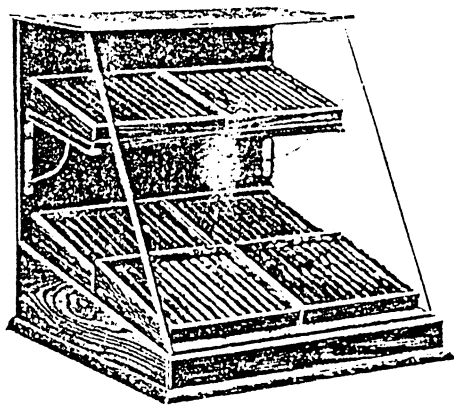


| | | | | | |
|----------|----------|----------|----------|----------------|-------|
| Colonial | Unique | Ribbon | Zigzag | Grecian Border | Plain |
| No. | No. | No. | No. | No. | No. |
| 45 10 | 46 11 | 47 12 | 48 13 | 49 14 | 15 78 |
| 73 16 | 74 17 | 75 18 | 76 19 | 77 21 | |
| 79 93 84 | 80 94 85 | 81 95 86 | 82 96 87 | 83 97 88 | |

| Telegraph Word | No. | Material | Price |
|----------------|-----|-------------------------|--------|
| Barron | 45 | —Sterling Silver | \$4.50 |
| Entice | 10 | —Gold Filled | 5.00 |
| Kemer | 73 | —Gold Filled (Green) | 6.00 |
| Haskel | 16 | —14 K. 1/4 Gold | 12.00 |
| Palm | 79 | —18 K. 1/4 Gold (Green) | 12.00 |
| Vaunt | 93 | —Solid Gold | 25.00 |
| Royal | 84 | —Solid Gold (Green) | 25.00 |
| Baker | 46 | —Sterling Silver | 4.50 |
| Elmwood | 11 | —Gold Filled | 5.00 |
| Lode | 74 | —Gold Filled (Green) | 6.00 |
| Hudson | 17 | —14 K. 1/4 Gold | 12.00 |
| Patron | 80 | —18 K. 1/4 Gold (Green) | 12.00 |
| Victor | 94 | —Solid Gold | 25.00 |
| Rife | 85 | —Solid Gold (Green) | 25.00 |
| Benton | 47 | —Sterling Silver | 4.50 |
| Fulton | 12 | —Gold Filled | 5.00 |
| Marcel | 75 | —Gold Filled (Green) | 6.00 |
| Howard | 18 | —14 K. 1/4 Gold | 12.00 |
| Quest | 81 | —18 K. 1/4 Gold (Green) | 12.00 |

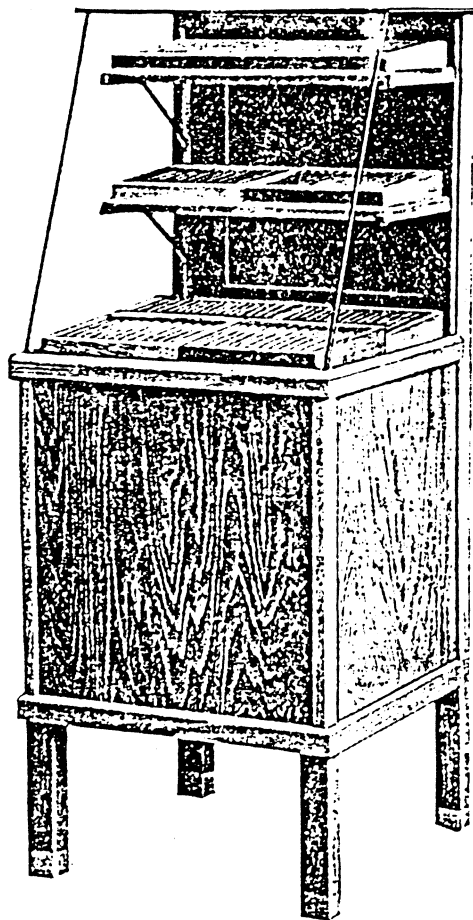
| Telegraph Word | No. | Material | Price |
|----------------|-----|-------------------------|---------|
| Tardy | 95 | —Solid Gold | \$25.00 |
| Statue | 86 | —Solid Gold (Green) | 25.00 |
| Brown | 48 | —Sterling Silver | 4.50 |
| Fleming | 13 | —Gold Filled | 5.00 |
| Nabob | 76 | —Gold Filled (Green) | 6.00 |
| Janus | 19 | —14 K. 1/4 Gold | 12.00 |
| Reason | 82 | —18 K. 1/4 Gold (Green) | 12.00 |
| Truth | 96 | —Solid Gold | 25.00 |
| Stroke | 87 | —Solid Gold (Green) | 25.00 |
| Clark | 49 | —Sterling Silver | 4.50 |
| Granite | 14 | —Gold Filled | 5.00 |
| Nebula | 77 | —Gold Filled (Green) | 6.00 |
| Jasper | 21 | —14 K. 1/4 Gold | 12.00 |
| Respite | 83 | —18 K. 1/4 Gold (Green) | 12.00 |
| Tropic | 97 | —Solid Gold | 25.00 |
| Stephen | 88 | —Solid Gold (Green) | 25.00 |
| Gaston | 15 | —14 K. 1/4 Gold | 10.00 |
| Olive | 78 | —18 K. 1/4 Gold (Green) | 10.00 |

22.00
22.00
4.50
5.00
6.00
12.00
12.00
22.00
22.00
4.50
5.00
6.00
12.00
12.00
22.00
22.00
10.00
10.00



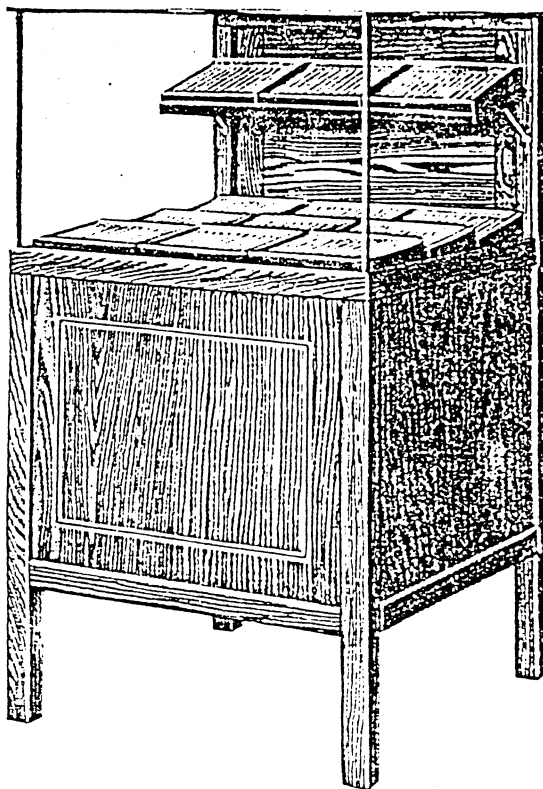
CASE No. 3

Case No. 3 is an ideal counter case which makes an attractive display. It holds six dozen pens or pencils or can be used to display four dozen fountain pens in the bottom trays, and two dozen pencils in the shelf trays. There is a storage space in the base of this case. It is loaded with six dozen pens or a combination of four dozen pens and two dozen pencils.



CASE No. 4

Case No. 4 is a case particularly suitable for a store where conservation of space is required. It makes an effective display, and is a very convenient case from which to make sales. It holds eight dozen pens or pencils, with a large storage place for considerable stock.



CASE No. 5

Case No. 5 is a real salesman—stands squarely on the floor and shows all goods so that everybody can see them at a glance. The twelve trays in this case are arranged so as to furnish an ideal display and selling advantage. This strong durable case is supplied with an order for one gross of pens.

PENCIL REPAIRS ANOTHER SOURCE OF PROFIT

When your customer brings in a broken Eversharp Pencil, or one from which a part is missing, it is a simple matter to furnish a new tip, or magazine, or jump ring, or barrel or something else and make a substantial profit on the sale.

This repair business is automatic, requiring no special effort from you.

At the bottom of this page we show a table of Pencil Repair charges—each of which represents a good margin to you. The work of clearing clogged tips or tightening lose clips is so easy that you will not want to charge for it—yet it is work that builds trade by bringing people into your store.

PENCIL REPAIR CHARGES. NET TO TRADE

| Number | Tip | Tip Clogged | Magazine | Cap | Cap with Ring | Jump Ring | Cap Bushing | Barrel | Short | One Dent | Two Dents | Clip Broken | Clip Loose |
|--------|--------|----------------|----------|--------|---------------------|--------------|----------------|--------|--------|-------------|--------------|----------------|---------------|
| 20 | \$0.25 | N-C | \$0.50 | \$0.25 | \$0.50 | \$0.15 | \$0.25 | \$0.50 | | \$0.40 | \$0.50 | \$0.30 | N-C |
| 30 | 25 | N-C | 50 | 30 | 55 | 15 | 25 | 65 | \$0.50 | 40 | 50 | 30 | N-C |
| 31 | 25 | N-C | 50 | 30 | 55 | 15 | 25 | 65 | 50 | 40 | 50 | 30 | N-C |
| 50 | 25 | N-C | 50 | 40 | 65 | 15 | 25 | 1.00 | 75 | 50 | 65 | 40 | N-C |
| 51 | 25 | N-C | 50 | 40 | 65 | 15 | 25 | 1.25 | 1.00 | 50 | 65 | 40 | N-C |
| 52 | 25 | N-C | 50 | 40 | 65 | 15 | 25 | 1.50 | 1.25 | 50 | 65 | 40 | N-C |
| 53 | 25 | N-C | 50 | 40 | 65 | 15 | 25 | 2.00 | 1.50 | 60 | 75 | 40 | N-C |
| 54 | 25 | N-C | 50 | 40 | 65 | 15 | 25 | 2.00 | 1.50 | 60 | 75 | 40 | N-C |
| 55 | 25 | N-C | 50 | 40 | 65 | 15 | 25 | 2.50 | 2.00 | 60 | 75 | 40 | N-C |
| 56 | 25 | N-C | 50 | 40 | 65 | 15 | 25 | 3.50 | 3.00 | 70 | 85 | 40 | N-C |
| 57 | 25 | N-C | 50 | 40 | 65 | 15 | 25 | 4.00 | 3.50 | 70 | 85 | 40 | N-C |
| 60 | 25 | N-C | 50 | 50 | 75 | 20 | 25 | 2.00 | 1.50 | 50 | 65 | 50 | N-C |
| 61 | 25 | N-C | 50 | 50 | 75 | 20 | 25 | 2.25 | 1.75 | 50 | 65 | 50 | N-C |
| 62 | 25 | N-C | 50 | 50 | 75 | 20 | 25 | 2.50 | 2.00 | 60 | 75 | 50 | N-C |
| 70 | 25 | N-C | 50 | 60 | 75 | 25 | 25 | 2.50 | 2.00 | 60 | 75 | 65 | N-C |
| 71 | 25 | N-C | 50 | 60 | 85 | 25 | 25 | 2.75 | 2.25 | 60 | 75 | 65 | N-C |
| 72 | 25 | N-C | 50 | 60 | 85 | 25 | 25 | 3.00 | 3.00 | 60 | 75 | 65 | N-C |
| 90 | 30 | N-C | 1.25 | 2.00 | 2.50 | 1.50 | 30 | 15.00 | 12.00 | 1.00 | 1.50 | 2.50 | N-C |
| 91 | 30 | N-C | 1.25 | 2.00 | 2.50 | 1.50 | 30 | 20.00 | 17.00 | 1.00 | 1.50 | 2.50 | N-C |
| 92 | 30 | N-C | 1.50 | 2.00 | 2.50 | 1.50 | 30 | 45.00 | 30.00 | 1.00 | 2.00 | 2.50 | N-C |

*No charge on items marked N-C.

5/715
 4/605

PEN REPAIRS

BUILD PERMANENT PATRONAGE

Pen Repairs are profitable to the Wahl dealer in the same way that Pencil Repairs are profitable.

They afford an important means of making every sale of a Wahl Tempoint Pen create a permanent customer.

The Wahl Tempoint Fountain Pen is fully guaranteed as to workmanship and material. If for any reason the pen is not satisfactory to your customer he has the privilege of exchanging it until satisfied. In case of accident or loss, we keep the separate parts always in stock for the convenience of our customers. All correspondence will receive our prompt and careful attention. Below is the price list of separate parts. Net to Trade.

| *NO. ON HOLDER | GOLD PENS | | | Feed bar | Point Section | Barrel | Cap | Duralastic Sack |
|-------------------|-----------------|--------|------------------------|----------|---------------|--------|--------|-----------------|
| | No. on Gold Pen | Price | Allowance for Old Gold | | | | | |
| 2, 12, 32, 62, 72 | 2 | \$1.25 | \$0.20 | \$0.60 | \$0.75 | \$0.75 | \$0.40 | \$0.30 |
| 3, 13, 33, 63, 73 | 3 | 1.50 | 30 | 60 | 75 | 75 | 40 | .30 |
| 4, 14, 34, 64, 74 | 4 | 1.75 | 40 | 60 | 75 | 1.00 | 50 | .30 |
| 5, 15, 35, 65, 75 | 5 | 2.25 | 50 | 60 | 75 | 1.25 | 60 | .40 |
| 16, 76 | 6 | 2.75 | 60 | 75 | 90 | 1.50 | 70 | .45 |

*Numbers are stamped on butt end of every holder.
 Straightening Gold Pen \$0.50
 Repointing Gold Pen75
 Cleaning and Adjusting of Old Pens .30
 Exchange of Nibs on Used Pens.... .50

=====IMPORTANT=====

- (1) Send complete holder, stating fully as to the necessary parts desired in order to insure satisfactory service.
- (2) Mark plainly on the package your name and address so there will be no difficulty in identifying your pen.
- (3) In ordering gold pens always state whether you desire fine, medium, coarse, half-stub, or stub points.
- (4) To prevent loss, package should be sent by registered mail.
- (5) Always send your pen direct to us or through our authorized representative, when it needs repairing, adjusting or a new part supplied. You will find this method to be least expensive, less troublesome, and most satisfactory.
- (6) The Wahl Tempoint Fountain Pen is fully protected by patents and any infringement will be duly prosecuted.

Charles Burton

1



Clara Munsey

3

GEORGE SMITH

4

WILLIAM BROWN

5

GEORGE A. SHELDON

6



7



8



9



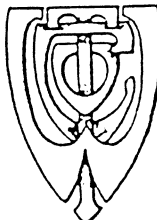
10



11



12



13



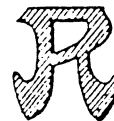
14



15



16



18



19



17



20



22



24

Mark

25

THE WAHL CO.

26

Grace

27

PRICE LIST FOR HAND ENGRAVING

| No. | Per Letter |
|---------------------------------|------------|
| (1) Plain Script..... | 3c |
| (2) Jap Letters..... | 10c |
| (3) Vertical Script..... | 3c |
| (4) Block..... | 4c |
| (5) Slanting Block..... | 4c |
| (6) Modern Block..... | 4c |
| (7) Drop Roman Monogram..... | 30c |
| (8) Shaded Old English..... | 15c |
| (9) Dropped Ribbon Mon'g'm..... | 30c |
| * Per 3 Letters. | |

| No. | Per Letter |
|--------------------------------|------------|
| (10) Old English..... | 10c |
| (11) Drop Block Monogram..... | 30c |
| (12) Ribbon Monogram..... | 30c |
| (13) Block Monogram..... | 50c |
| (14) Fancy Ribbon Mon'g'm..... | \$1.00 |
| (15) K of C Emblem..... | 75c |
| (16) Fancy Block..... | 10c |
| (17) Diamond Monogram..... | 75c |
| (18) Shaded Block..... | 15c |

| No. | Per Letter |
|--------------------------------|------------|
| (19) Shrine Emblem..... | 75c |
| (20) Elk Emblem..... | 75c |
| (22) Greek Letters..... | 10c |
| (24) Masonic Emblem..... | 75c |
| (25) Old English..... | 6c |
| (26) Roman..... | 5c |
| (27) Slanting Old English..... | 6c |
| Three Initials or less, Script | |
| or Block..... | 20c |
| Each additional Initial..... | 5c |

LEAD SALES THAT REPEAT



Eversharp Leads made for Eversharp Pencils have a firmness, fineness and smoothness all their own. Many months' supply for 25c. The Eversharp label is on the box. Leads without this label are not Eversharp Leads. These are made to fit Eversharp Pencils, standardized as to size, and are made to write with Eversharp fineness with varying degrees of writing quality—H, hard—H. B, medium—F, firm.

Every Eversharp Pencil sold means that the user will regularly want a new box of Eversharp Leads—one dozen, 25c. Just "any kind" of leads won't do. We make it clear that Eversharp Leads are necessary to insure utmost success in the self-sharpening process of the Eversharp Pencil.

The rain-or-shine result is the coming of a steady flow of repeat-order trade to your store—for Eversharp Leads. Customers will return again and again throughout the year, and while at your counter will make other purchases.

Eversharp Leads take up little stock-space and help make big holes in the merchandise in your showcases and on your shelves.